

# Kathleen Tamburino

250 Congress Park Drive, Delray Beach, FL 33445

Telephone: 631-880-2554 • [KathleenTamburino@gmail.com](mailto:KathleenTamburino@gmail.com) • <http://www.linkedin.com/in/kathleentamburino>

## Sales Representative / Account Executive

*Consistently exceed corporate sales goals and increase key account base*

A self-motivated, goal driven and results-oriented sales/account management professional with a solid record of marketing and sales success in the pharmacy and medical industry. Possesses highly polished interpersonal and communication skills indispensable to client retention and relationship building with medical professionals. Recognized for achieving and enhancing consistent sales growth. Highly motivated to outperform the competition. Exceptional closing skills. Recognized by management for possessing a "Whatever it Takes" work ethic and attitude.

### PROFESSIONAL STRENGTHS

- Strategic Marketing and Sales Promotion
- Consultative Sales Techniques
- Presentation/ Public Speaking Skills
- Key Account Management
- Relationship Building
- Negotiation, Persuasion, Closing Skills
- Product Development and Expansion
- Training/Organizational Goal Setting
- Account & Revenue Growth
- Team Leadership
- New Account Acquisition
- B2B / Inside Sales
- MS Office Suite
- P&L Responsibility
- Specialty Pharmacy Sales

### PROFESSIONAL EXPERIENCE

#### SALES REPRESENTATIVE

8/2014 – 1/2017

Cardinal Health / ParMed Pharmaceuticals, Fort Lauderdale, FL

Initiated, built, and nurtured relationships with clients nationwide. Managed, sold, and serviced pharmaceutical products (generics and brands) to independent retail pharmacies, long-term care facilities, and hospitals.

- Produced over \$3,500,000 in revenue for combined sales territory
- Increased sales by nearly \$650,000 during my first year of employment
- Promoted 2 times since start of employment for meeting and exceeding sales quota
- Earned Sales Person of the Month 3 times within first 2 years of employment
- Reclaimed dormant relationships nationwide, which increased market share ~ 25% in year 1
- Proactively participated in all account oversights to ensure total customer satisfaction

#### SALES REPRESENTATIVE

2011 - 2014

Life Alert, Fort Lauderdale, FL

Managed, sold, marketed and serviced medical device products (pendants, fire alarm, carbon monoxide, and alert devices) to clients in their homes, assisted living facilities, hospitals, and doctor's offices nationwide.

- Ranked within top 1% of the office in the first month of employment
- Increased sales by nearly \$350,000
- Produced \$1,000,000 in revenue for combined sales territory
- Oversea phone prospecting within a lead based market building contact referral base for future consultation

**ACCOUNT EXECUTIVE****2008 - 2011****Peachtree Settlement Funding, Boynton Beach, FL**

Responsible for maintaining \$1 million of current business and coordinating all functions between the client and the internal departments of the company. A career averaging consistent percentage increases year after year, contributing to nearly 1 million of dollars in sales and profits.

- Increased quarterly revenues to \$750,000 the first year
- Reclaimed dormant relationships nationwide, which increased market share ~15% in year 1 and an additional 5% in year 2
- Successfully negotiated contracts resulting in \$385,000 annual cost savings
- Generated \$10,000 - \$25,000 in monthly cash flow, averaging \$15,000 - \$20,000 a month in monthly commissions

**BUSINESS EDUCATION TEACHER****2001 – 2007****Norman Thomas High School, New York, NY**

Lead teacher for Desktop Publishing, Microsoft Office, Keyboarding and Fashion Marketing. Taught students the basic essentials needed to enter the business world. Worked with students of diverse backgrounds and varying degrees of experience with computer applications, individually and in small and large groups

- 98% of my students successfully passed my classes
- Completed Microsoft Office and Adobe InDesign certification classes
- Taught adult Education on the weekends

**EDUCATION****Dowling College, Oakdale, NY**

Master of Science: Major in Secondary Education with a concentration in Business  
G.P.A. 3.8 - graduated with honors

**SUNY Oneonta, Oneonta, NY**

Bachelor of Science: Major in Business Economics, Minor in Finance

**AWARDS**

- 2016 – Level II promotion, ParMed quota 173%,
- 2015 - Ranked #9/32 representatives at ParMed Pharmaceuticals, ParMed All-Star, National Contest Winner
- 2014 - Area Market Share Growth Contest Winner, Top Super Team at ParMed, All-Star, ranked #12/34
- 2013 - Ranked #2/49 representatives at Life Alert, Life Alert All-Star, National Contest Winner,
- 2011 - Ranked #10 during my first month of employment, Life Alert 216% quota attainment